

April 21-22, 2017

PENNSYLVANIA'S DENTAL MEETING



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From Your President & Planning Committee

On behalf of the planning committee and your president, WELCOME to Pennsylvania's Dental Meeting 2017! We are happy to provide a variety of choices for appealing CE and appetizing social events. The committee aspired to enrich your knowledge by highlighting courses relevant in today's world. It seems you cannot turn on a TV or computer, or turn a page in a newspaper or magazine without hearing about the opioid crisis across the United States. Members of the Pennsylvania State Board of Dentistry and key legislators have been invited to participate in our meeting as we work within our ranks to address the drug abuse epidemic.

We hope to see you at many or all of the fun-filled social events. The committee decided to take advantage of several "off-property" venues to bring a fresh approach to the meeting. The kick-off event on Thursday evening is a Welcome Reception at Troegs Brewery that includes area new dentists who are so vital to the profession and PDA. Please engage them in conversation and make them feel welcome. Pitt and Temple will each host a reception on Friday, and the meeting concludes with a fun and educational event at the Hershey Story Museum on Saturday evening. At PDA's "Night at the Museum," attendees can enjoy food and frivolity with friends and colleagues; explore the exhibits and become a chocolatier while you decorate your own truffle.

In closing, don't forget to visit the companies represented at the meeting—they are vital to the success of the meeting. Thank you for attending and please "save the date" for PDA's historic 150th anniversary celebration at Pennsylvania's Dental Meeting April 27-28, 2018, at *The Hotel Hershey*®.

PDA President, Herbert L. Ray Jr., DMD

Annual Meeting Committee

Dr. Cynthia L. Schuler Vice President, Washington	Dr. Janel P. Marcelino Pittsburgh
Dr. Henry J. Bitar, Jr. Leechburg	Dr. Gregory W. Miller Glenshaw
Dr. Dale H. Cadwallader Connellsville	Dr. James A.H. Tauberg Pittsburgh
Dr. Michael J. Gans Pittsburgh	Dr. Beth Troy Bethel Park
Dr. Michael J. Korch Allison Park	Dr. Dennis A. Zabelsky Munhall



Camille Kostelac-Cherry, Esq., PDA CEO

From the PDA CEO

It's all about YOU

Welcome back to the Hotel Hershey for the 149th meeting of our great association!

As we approach an important milestone in PDA's history, I invite every member to share your voice with your PDA. This organization is all about YOU. Has been for the first 149 years, and will be for the next 150 years – with your help.

Every PDA member has the ability, and arguably the responsibility, to make your professional association aware of your concerns, wishes, positions and talents. How can you do that? It's actually quite easy, and there are many vehicles to tell us how to keep this "all about you."

First, your PDA trustees and elected officers expect you to contact them personally. They act for YOU. The board considers issues that affect your practice and your profession, and your leadership strives to make decisions in the best interests of the membership statewide. If the issues brought to the board are not meaningful to you, then tell them what is meaningful. Each of them are easily accessible by telephone and email so that you can reach them to discuss any topic of interest.

Your membership dues support a full-time professional staff that exists for your benefit. They serve YOU. Each member of the PDA staff is eager to assist you, guide you, find answers for you, and hear your concerns. You can reach all of our staff members via email or PDA's toll-free number (800) 223-0016.

PDA has established several electronic communication tools. They exist for YOU. The website (www.padental.org) has been given a new look and includes easier navigation pathways. Our Facebook and Twitter pages give you immediate nuggets of information and a broad network within which to communicate your ideas. Frequent eNews blasts keep you apprised of what your organization is doing for you, and provide timely information on current topics that affect your practice. The PDA Social Network offers a space for you to collaborate with your colleagues. The various electronic advisory groups provide a subject-matter-specific forum to discuss exciting innovations in dentistry, or troubling trends. Connect with us to let us know your opinion, to communicate what you want, what you need and what you expect from your professional association.

The Council of Presidents (COP) was created to be a conduit for transmitting information between the Board of Trustees and the component societies. It speaks for YOU. District and local society presidents are charged with the responsibility of bringing your ideas and concerns to the board for deliberation and action, and to relay board actions back to you. The COP is charged with vetting issues presented by you in preparation for board action, and for keeping you fully informed, engaged and participatory in the process of organized dentistry. If you haven't communicated with your district or local president, please connect with him or her to suggest direction for your association.

PDA wants to be relevant to each of you. Tell us what you want, what you need and what PDA can do to enhance your practice. The direction on PDA's GPS should be set to YOU. If it is not, we need YOU to help recalculate the route so that all roads point to member value as defined by YOU. And we want to ensure that you – our valued member – remain in the spotlight on center stage of the organization that exists for YOU.

Won't you reach out to us?
We'd love to chat!

PDA Staff Directory

(800) 223-0016 or (717) 234-5941

Administration

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Barbara Mladenoff
Harriet Task
Donna Walchak
Billy Turns

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Vince Pinizzotto

Independent Insurance Consultant ext. 105

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General Information

Meals

Continental breakfast is available in the Fountain Lobby while morning and afternoon refreshment breaks are offered in Garden Terrace West (exhibit hall) on Friday and Saturday. Continental breakfast and breaks are available to all attendees. Lunch tickets were distributed to attendees who purchased a full-day CE course, a hands-on course and those who purchased a lunch ticket. If you have any questions please visit PDA's Registration Desk in the Fountain Lobby.

Badges

Badges are issued at the meeting and will admit you to all meetings and social events where a ticket is not required. Please wear your badge at all times. To save administrative costs for next year, please deposit your badge in the recycle bin located at PDA's Registration Desk in the Fountain Lobby.

Tickets

In addition to the tickets issued for continuing education courses, tickets are required for attendance at the following functions:

- Welcome Reception at Troegs Brewery
- Luncheon on Friday and Saturday
- Night at the Museum: The Hershey Story
- PDA Board Alumni Reception (by invitation)
- PDA Former Presidents' Luncheon (by invitation)

Continuing Education Courses

All courses are ticketed events. Present your ticket at the door of the course and record the code given at the end of the course to receive your continuing education credit (if applicable). If you have any questions please visit PDA's Registration Desk in the Fountain Lobby.

Welcome Reception at Troegs Brewery

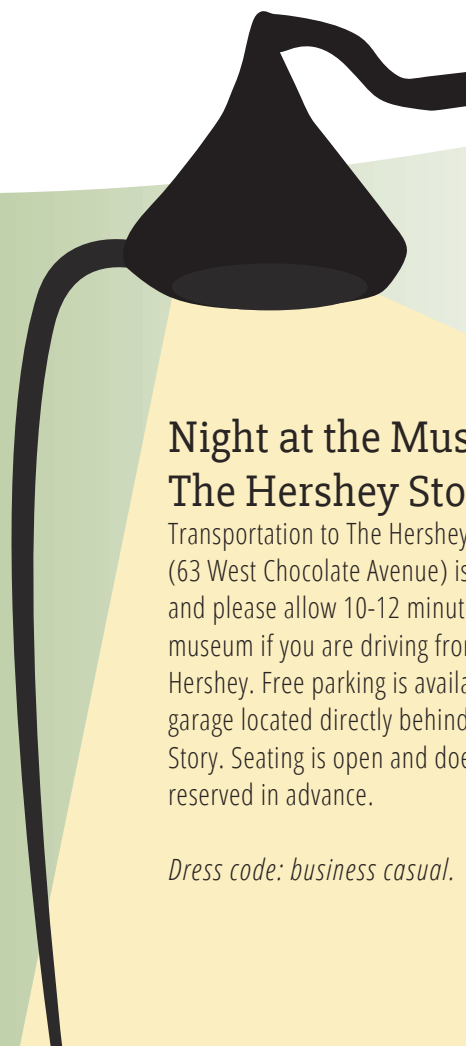
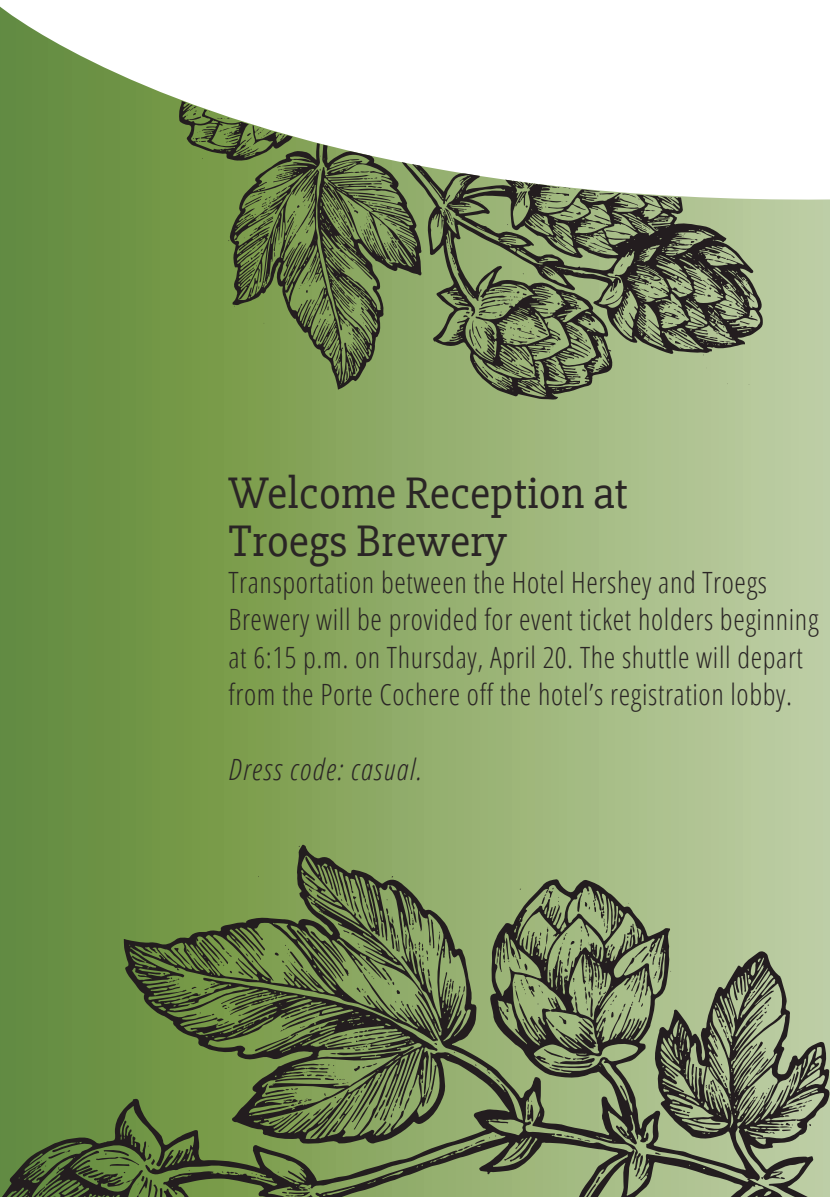
Transportation between the Hotel Hershey and Troegs Brewery will be provided for event ticket holders beginning at 6:15 p.m. on Thursday, April 20. The shuttle will depart from the Porte Cochere off the hotel's registration lobby.

Dress code: casual.

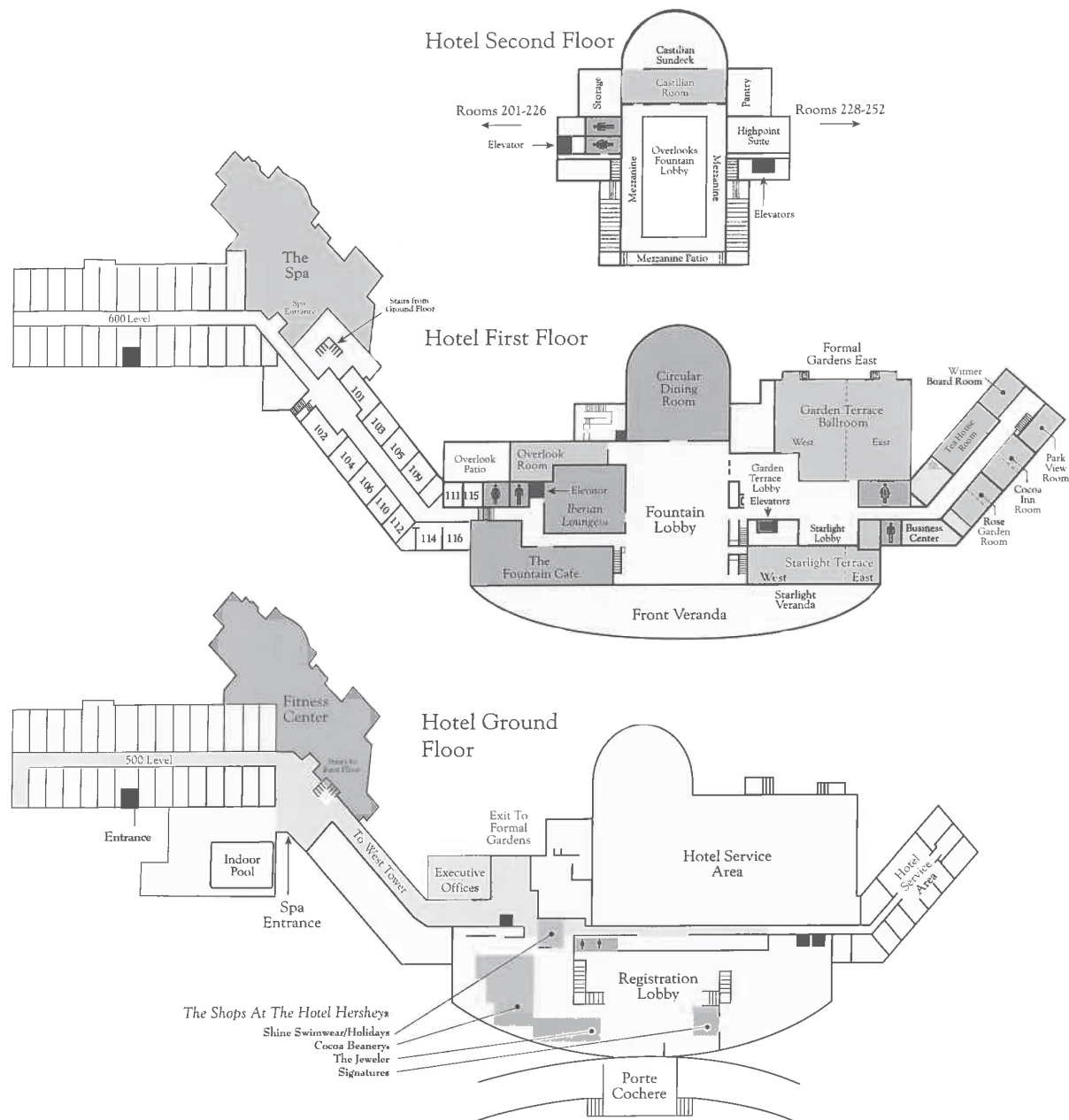
Night at the Museum: The Hershey Story

Transportation to The Hershey Story Museum (63 West Chocolate Avenue) is on your own and please allow 10-12 minutes to reach the museum if you are driving from the Hotel Hershey. Free parking is available in the garage located directly behind The Hershey Story. Seating is open and does not need to be reserved in advance.

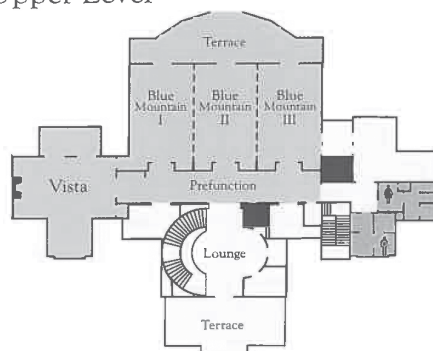
Dress code: business casual.



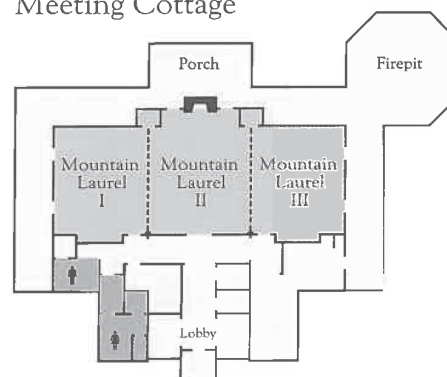
Hotel Hershey Schematic



Harvest Restaurant Upper Level



Mountain Laurel
Meeting Cottage



PDM Agenda

Thursday, April 20

Registration - Fountain Lobby 2:00 p.m. – 7:00 p.m.

CE - Better, Faster, Stronger Posterior Composites
presented by Dr. David J. Clark, sponsored by Clinician's Choice Dental Products and Henry Schein Dental 3:00 p.m. – 6:00 p.m.

Welcome Reception - Troegs Brewery
(ticketed event) sponsored in part by the Dental Society of Western PA 6:30 p.m. – 8:30 p.m.

Friday, April 21

Registration - Fountain Lobby 7:00 a.m. – 5:00 p.m.

Continental Breakfast - Fountain Lobby 7:00 a.m. – 7:45 a.m.

Exhibit Hall - Garden Terrace West 9:30 a.m. – 5:00 p.m.
Breaks in the Exhibit Hall
9:45 a.m. – 10:45 a.m.
AND 1:15 p.m. – 2:15 p.m.

CE - Smile Design, Bonding and Esthetic Materials Update
presented by Dr. Gerard Chiche, sponsored in part by Thayer Dental Laboratory, Inc. 8:00 a.m. – 3:00 p.m.

Hands-on CE - Better, Faster, Stronger Class II Composites
presented by Dr. David J. Clark 8:30 a.m. – 11:30 a.m.
1:00 p.m. – 4:00 p.m.

Ask a Lawyer with Thomas J. Weber, Esq. 10:30 a.m. – 11:30 a.m.
11:45 a.m. – 12:45 p.m.
2:00 p.m. – 3:00 p.m.
3:15 p.m. – 4:15 p.m.

Luncheon - Fountain Lobby 11:30 a.m. – 1:00 p.m.

Luncheon with Wine Tasting - Iberian Lounge
hosted by the Alliance of the Pennsylvania Dental Association (APDA) 1:00 p.m. – 3:00 p.m.

Discussion with ADA Leadership
Dr. Gary L. Roberts, ADA President & Dr. Andrew J. Kwasny, ADA Third District Trustee 3:15 p.m. – 4:00 p.m.

Pitt Alumni Reception 4:30 p.m. – 6:00 p.m.

CE - Radiology Refresher with Refreshments 5:30 p.m. – 7:30 p.m.

Temple Alumni Dessert Reception 7:00 p.m. – 8:00 p.m.

Saturday, April 22

Registration - Fountain Lobby 7:00 a.m. – 5:00 p.m.

Continental Breakfast - Fountain Lobby 7:00 a.m. – 7:45 a.m.

Exhibit Hall - Garden Terrace West 8:00 a.m. – 3:00 p.m.
Breaks in the Exhibit Hall
9:30 a.m. – 10:30 a.m.
AND 1:15 p.m. – 2:15 p.m.

CE - The Problem is Us: The Undeniable Truth about the Drug Epidemic in the 21st Century
presented by Bob Stutman and Judge Jodi Switalski, sponsored in part by Delta Dental 8:00 a.m. – 2:00 p.m.

CE - Oral Cancer: Screening and Current Management Strategies
panel presentation 8:00 a.m. – 12:00 p.m.

Dental Trends Driving a Paradigm Shift
presented by Dr. Kamyar Nasseh 8:30 a.m. – 9:30 a.m.
11:30 a.m. – 12:30 p.m.
2:15 p.m. – 3:15 p.m.

CE - Efficacy and Safety of Intranasal 3% Tetracaine plus 0.05% Oxymetazoline
presented by Dr. Elliot V. Hersh 10:00 a.m. – 11:00 a.m.
12:45 p.m. – 1:45 p.m.
2:15 p.m. – 3:15 p.m.

Luncheon - Fountain Lobby 11:30 a.m. – 1:00 p.m.

Council of Presidents' Meeting
open to district & local presidents & presidents-elect 11:30 a.m. – 1:00 p.m.

PDA Former Presidents' Luncheon *(invitation only)* 11:30 a.m. – 1:15 p.m.

Legislative Update 2:15 p.m. – 2:45 p.m.

PDA Business Meeting; PDAIS Shareholder's Meeting and Town Hall Open Forum 3:00 p.m. – 4:30 p.m.

PDA Board Alumni Reception *(invitation only)* 4:30 p.m. – 6:00 p.m.

Night at the Museum: The Hershey Story - 63 West Chocolate Avenue, Hershey
(ticketed event) sponsored in part by the Pennsylvania Society of Oral and Maxillofacial Surgeons and TDIC 6:30 p.m. – 9:30 p.m.

Alliance of the Pennsylvania Dental Association

Friday, April 21

Registration - Fountain Lobby	11:00 a.m.
Luncheon with Wine Tasting - Iberian Lounge	1:00 p.m.
Pitt Alumni Reception	4:30 p.m. – 6:00 p.m.
Temple Alumni Reception	7:00 p.m. – 8:00 p.m.

Saturday, April 22

Registration - Fountain Lobby	9:00 a.m.
APDA Board Meeting - Witmer Board Room	9:30 a.m.
Night at the Museum: The Hershey Story - 63 West Chocolate Avenue, (<i>transportation is on your own</i>)	6:30 p.m. – 9:30 p.m.

Officers

Jenny Zehner & Stephanie Test
Co-Presidents

Jenny Zehner
Dental Health Education Chair

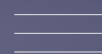
Judith Worsley
Legislative Chair

Stephanie Test
Treasurer

Maureen Szish
Past President Chair



A NIGHT AT THE MUSEUM



The members of the Pennsylvania Society of Oral and Maxillofacial Surgeons are pleased to continue their support of the Pennsylvania Dental Association as a sponsor of Saturday's event, "Night at the Museum—The Hershey Story."

PENNSYLVANIA SOCIETY OF
ORAL & MAXILLOFACIAL SURGEONS
PSOMS

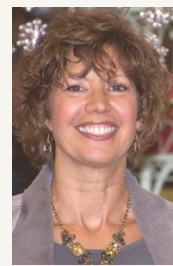
PDA Leadership



Herbert L. Ray, Jr.
President



Andrew J. Kwasny
ADA Trustee



Nicole M. Quezada
Sixth District



Cynthia L. Schuler
Vice President



Anand V. Rao
First District



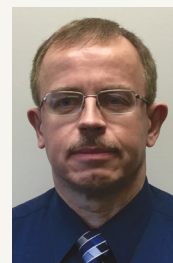
Cynthia A. Iseman
Seventh District



Bruce R. Terry
President-elect



Charles J. Incalcaterra
Second District



Theodore J. Rockwell
Eighth District



Nicole M. Quezada
Secretary



Matthew A. Zale
Third District



Samer Mansour
Ninth District



Samuel E. Selcher
Treasurer



Maria J. Tacelosky
Fourth District



James A. H. Tauberg
Tenth District



Stephen T. Radack, III
Editor



James M. Boyle, III
Fifth District

**On April 22, Bruce R. Terry will be installed as president; James M. Boyle, III will be installed as president-elect and Nicole M. Quezada will be installed as treasurer.*

**New trustees for the First, Fifth, Sixth and Seventh districts will be installed on April 22. Stanley W. Markiewicz (First), Gary S. Davis (Fifth), John R. Coole (Sixth) and David A. Schimmel (Seventh) will serve through 2020.*

Former Presidents

*A. B. Robbins	1868-69	*William L. Fickes	1923-24	William B. Trice	1979-80
*Thomas L. Buckingham	1869-70	*Otto John Specker	1924-25	*David S. Wagner	1980-81
*John McCalla	1870-71	*Charles Root Turner	1925-26	*Arthur C. McFeaters Jr.	1981-82
*James G. Templeton	1871-72	*P. V. McFarland	1926-27	Lester L. Levin	1982-83
*M. E. Gillespie	1872-73	*John Calvin Nugent	1927-28	*Nicholas D. Saccone	1983-84
*C. W. Klump	1873-74	*Walter H. Fordham	1928-29	*Frank J. Sammartino	1984-85
*John Hugh McQuillen	1874-75	*Zachary T. Jackaway	1929-30	*Simon A. Horkowitz	1985-86
*Edwin Tyler Darby	1875-76	*Alfred C. Young	1930-31	*Charles M. Ludwig	1986-87
*James Stewart King	1876-77	*H. M. Kirkpatrick	1931-32	*Eugene S. Czarnecki	1987-88
*Charles Sidles Beck	1877-78	*George A. Coleman	1932-33	*George W. Brett	1988-89
*Cyrus Newlin Pierce	1878-79	*Harry C. Metz	1933-34	*Kay F. Thompson	1989-90
*William D. Magill	1879-80	*Walter E. Lotz	1934-35	*Herman M. Aqua	1990-91
*Henry Gerhart	1880-81	*F. S. E. Rusca	1935-36	*John B. Lathrop	1991-92
*Charles B. Ansart	1881-82	*Walter E. Mendel	1936-37	Stephen L. Kondis	1992-93
*Jesse C. Green	1882-83	*Fred D. Miller	1937-38	*Jack H. Neff	1993-94
*Simeon H. Guilford	1883-84	*R. M. Walls	1938-39	*John W. Staubach	1994-95
*George Elliott	1884-85	*Glen S. Phillips	1939-40	Donald P. Lavelly	1995-96
*J. W. Rhone	1885-86	*W. J. Robinson	1940-41	*Gaetan J. Lavalla	1996-97
*Edward Payson Kremer	1886-87	*Boyd A. Lowry	1941-42	Ronald B. Gross	1997-98
*Walter F. Fundenberg	1887-88	*Fred C. Robinson	1942-43	*Harry A. Snyder	1998-99
*Henry C. Register	1888-89	*LeRoy M. Ennis	1943-44	Ronald D. Bushick	1999-00
*James C. N. Hamilton	1889-90	*Herbert K. Cooper	1944-45	William G. Glecos	2000-01
*L. Ashley Faught	1890-91	*W. Earl Craig	1945-46	George A. Kirchner	2001-02
*Louis Jack	1891-92	*Milon P. Eaton	1946-47	Michael D. Cerveris	2002-03
*William Van Orsdell	1892-93	*Harry K. Willits	1948	Stephen J. Jaworski	2003-04
*Franklin L. Bassett	1893-94	*John S. Oartel	1949	Charles R. Weber	2004-05
*James A. Libbey	1894-95	*Charles S. Patton	1950	Craig A. Eisenhart	2005-06
*Edward Cameron Kirk	1895-96	*Paul E. Bomberger	1951	Linda K. Himmelberger	2006-07
*Henry Newton Young	1896-97	*Frederick W. Herbine	1952	Jon J. Johnston	2007-08
*Wilbur Fisk Fitch	1897-98	*Walter F. Wade	1953	Thomas W. Gamba	2008-09
*Thos Cook Stellwagen	1898-99	*Homer D. Butts Jr.	1954	Andrew J. Kwasny	2009-10
*Robert Huey	1899-00	*Thomas P. Fox	1955	William T. Spruill	2010-11
*Samuel Blair Luckie	1900-01	*E. Harold Finnerty	1956	Dennis J. Charlton	2011-12
*Matthew Henry Cryer	1901-02	*Isaac Sissman	1957	Bernie P. Dishler	2012-13
*Robert Hodgson Nones	1902-03	*Victor H. Frank	1958-59	R. Donald Hoffman	2013-14
*George L. S. Jameson	1903-04	*Earl H. Albert	1959-60	Stephen T. Radack, III	2014-15
*T. Norman Broomell	1904-05	*Robert W. McEldowney	1960-61	Wade I. Newman	2015-16
*Hugh Wilson Arthur	1905-06	*Reuben E. V. Miller	1961-62		
*J. T. Lippincott	1906-07	*Charles F. McDermott	1962-63		
*Peter K. Filbert	1907-08	*Jay H. Eshleman	1963-64		
*Charles B. Bratt	1908-09	*John E. Whittaker	1964-65		
*Wilson D. DeLong	1909-10	*Naysh C. Brennan	1965-66		
*Charles C. Walker	1910-11	*George P. Boucek	1966-67		
*Walter H. Fundenberg	1911-12	*Kenneth E. Neiman	1967-68		
*Cyrus V. Kratzer	1912-13	*Laurence L. Lathrop	1968-69		
*Howard Shimer Seip	1913-14	*Willis J. McCormick	1969-70		
*James Grant Lane	1914-15	*Bernard Shair	1970-71		
*H. Edmond Friesell	1915-16	*W. Arthur George	1971-72		
*Samuel P. Cameron	1916-17	*Waldo G. Gamba	1972-73		
*Chris P. VanHorn	1917-18	*Donnel M. McHenry	1973-74		
*Walter Abel Spencer	1918-19	*William A. Booth	1974-75		
*George S. Schlegel	1919-20	*Alex J. McKechnie Jr.	1975-76		
*R. Hamill D. Swing	1920-21	*John L. Bomba	1976-77		
*John Flocker Biddle	1921-22	F. Eugene Ewing	1977-78		
*Emerson R. Sausser	1922-23	*Edmund R. Mihalski	1978-79		

Report from ADA Trustee

Andrew J. Kwasny, DMD, MSD

The American Dental Association (ADA) continues its efforts to provide individual member value. When dental students asked for assistance with their loan indebtedness, ADA responded with a refinancing solution that has resulted in savings to date of over \$4.4 million. When our members expressed their concerns that their practices had not recovered since the economic downturn of 2009, ADA heard their message. The 2016 ADA House of Delegates authorized a three-year communications and marketing plan to target a specific patient population to ADA member dentists. The total cost of the program will be more than \$18 million over this three-year period.



ADA has also continued to grow its membership by working more closely with state dental societies than ever before. The advantage of efficient member engagement through the Aptify data management system and providing a provisional membership status to our new graduates has reversed the trend of decreasing market share. The common theme across the country is that we are truly a better profession if we act together. Perhaps the fact that dentistry was selected as the best occupation for the third year in a row proves this point.

Our advocacy efforts have continued to promote ADA policies to Congress in regard to challenges to our dental delivery model and scope of practice. A continued focus on these policies is significant considering the ongoing discussions on the repeal or replacement of the Affordable Care Act and the involvement of dentistry in Medicare.

Some of the other issues that ADA continues to pursue include licensure portability through the development

of alternatives to the traditional clinical licensure examination, and investigating the feasibility of designing an affordable dental benefit plan that truly supports a patient's long-term oral health.

Over the next year, ADA will completely review its business model in order to ensure not only our future financial sustainability, but to continue to anticipate the needs and wants of our members. Our future is about collaboration and partnerships, and the results will direct our organization for years to come.

This will be my last Pennsylvania's Dental Meeting as your ADA Trustee. Being able to represent so many dedicated volunteers in organized dentistry and my colleagues from across the Commonwealth and our country has been an honor and privilege.

We continue to be the best occupation and the finest profession in health care. We are truly better together.

Former Trustees

ADA Third District Trustees

Term	Name	Place of Residence/office
1913-22	Clarence J. Grieves	Baltimore, MD
1922-25	John F. Biddle	Pittsburgh, PA
1925-28	John F. Stephan	Cleveland, OH
1928-29	Reuben E. Denney	Philadelphia, PA
1929-32	James A. Brady	Philadelphia, PA
1932-44	Emanuel G. Meisel	Pittsburgh, PA
1944-50	Leroy M. Ennis*	Philadelphia, PA
1950-53	W. Earle Craig	Pittsburgh, PA
1953-59	Charles H. Patton*	Philadelphia, PA
1959-65	Laurence L. Lathrop	Emporium, PA
1965-71	Jay H. Eshleman	Philadelphia, PA
1971-77	George P. Boucek	Pittsburgh, PA
1977-83	John L. Bomba*	Haverstown, PA
1983-89	Alex J. McKechnie Jr.	Camp Hill, PA
1989-93	William A. Booth	Sharon, PA
1993-97	Kay F. Thompson	Carnegie, PA
1997-01	John W. Staubach	York, PA
2001-05	Ronald B. Gross	Pottstown, PA
2005-09	William G. Glecos	Erie, PA
2009-13	Charles R. Weber	West Chester, PA

*Dr. Leroy M. Ennis served as ADA president from 1951 to 1952, Dr. Charles H. Patton from 1960 to 1961 and Dr. John L. Bomba from 1984 to 1985.

¹ Compiled by Andrea Matlak, Archivist, American Dental Association Archives. Source: Transactions of the American Dental Association, 1913-2000. ² The ADA's constituent societies were originally (1913-1927) grouped into nine districts for the purpose of electing the Board of Trustees. The 3rd district represented the states of Pennsylvania, Delaware, Maryland, West Virginia and Ohio. ³ In 1928 the Board of Trustees was reorganized into 13 trustee districts. Pennsylvania became the only state represented by the 3rd district.



The Tenth District Dental Society offers our most heartfelt congratulations to

Dr. Herbert L. Ray, Jr.,

upon the completion of his year as PDA president. Thank you for the countless hours spent representing us in all areas of governance both inside and outside the PDA!

Your friends at the DSWP



Dental Society of Western Pennsylvania

Exhibit Hours

Friday, April 21
9:30 a.m. – 5:00 p.m.

Breaks available:
9:45 a.m. – 10:45 a.m.
1:15 p.m. – 2:15 p.m.

Saturday, April 22
8:00 a.m. – 3:00 p.m.

Breaks available:
9:30 a.m. – 10:30 a.m.
1:15 p.m. – 2:15 p.m.

Sponsors

PDA is grateful to the following sponsors for supporting Pennsylvania’s Dental Meeting 2017:

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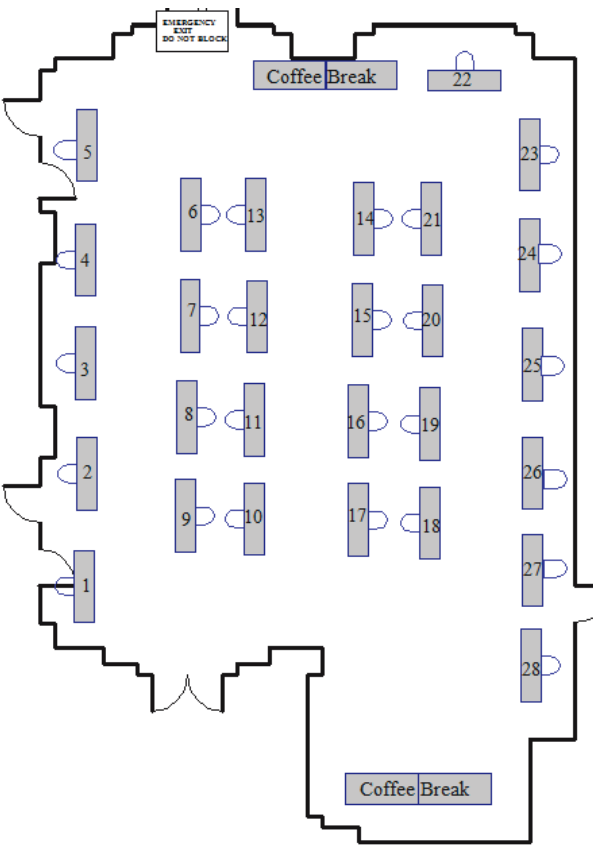
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CareCredit	National Practice Transitions (NPT)
CORDENTAL Group	Penn Medicine
Demandforce	Polaris Advisors
Dental Society Western PA	Solution Sprout, LLC/SwiftVisit
ECCA Payroll+	St. Renatus, LLC
Enovative Technologies	U.S. Army Healthcare Recruiting
GC America, Inc.	VOCO America, Inc.
Greater New York Dental Meeting™	

Exhibit Hall

Association Gloves & Supplies.....	11
Avesis, a GUARDIAN Company.....	16
Bell/PDAIS.....	26
CareCredit.....	4
Clinician’s Choice Dental Products/Henry Schein Dental.....	1
CORDENTAL Group.....	5
Delta Dental.....	3
Demandforce.....	2
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Exhibit Hall Map



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(791-0573) 6.5mm
Ring Refills
(791-0568) Pre-molar
(791-0569) Molar
(791-0567) Assorted

Active-Wedge
(791-0565) Intro Kit
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Continuing Education

Thursday, April 20

Better, Faster, Stronger Posterior Composites

by David J. Clark, DDS, sponsored by Clinician's Choice Dental Products and Henry Schein Dental

Thursday, April 20 | 3:00 p.m. – 6:00 p.m.

3 hours of CE credit appropriate for dentists and assistants.

Objectives:

- Learn the eight keys to great contacts.
- Identify ways to eliminate staining margins and post-operative sensitivity.
- Understand modern, conservative Class I and Class II preparations including the non-retentive saucer preparation.
- The latest update on separators and wedges.



About the Speaker

David J. Clark, DDS

Dr. Clark is active in research and instrumental in the development of new materials and techniques that promises a real advancement for placement of biologically appropriate, esthetically pleasing direct composite restorations for treating minimally invasive Class II preparations, diastema closure, and black triangle elimination combined with papilla regeneration, and traditional anterior composites. Dr. Clark is the founder of Bioclear Matrix and has a financial interest in some of the products he will discuss.

Friday, April 21

Better, Faster, Stronger Class II Composites

(Hands-on)

by David J. Clark, DDS, sponsored by Clinician's Choice Dental Products and Henry Schein Dental

Friday, April 21: 8:30 a.m. – 11:30 a.m.

1:00 p.m. – 4:00 p.m.

3 hours of CE credit appropriate for dentists and assistants.

The hands-on course will provide an opportunity for dentists and assistants to fill and polish modern Class II preparations including the Clark Class II Saucer preparation, Opportunistic Lateral Class II preparations and Calla-Lilly preparations used to replace old amalgams and for weakened, cracked molars. Attendees will experience the latest in matrixing, wedging and separation science with the Dual Force system. The 2-step "Rock Star Polish" will be demonstrated and performed. Techniques for achieving broad, smooth and strong contacts will also be taught.

Ask a Lawyer with Thomas J. Weber, Esq.

Friday, April 21: 10:00 a.m. – 11:30 a.m.

11:45 a.m. – 12:45 p.m.

2:00 p.m. – 3:00 p.m.

3:15 p.m. – 4:15 p.m.

No CE credits are offered.

Each interactive session provides attendees the chance to ask those burning questions without paying a lawyer! Come prepared with your questions on malpractice avoidance, practice transition, associate agreements, employment issues and State Board of Dentistry regulations. *NOTE: Answers are for informational purposes only and are not intended as legal advice which can only be given following a detailed analysis of the issues at hand.*



About the Speaker

Thomas J. Weber, Esq.

Mr. Weber serves as general counsel to PDA and PDAIS. He devotes a substantial portion of his practice to dental-related matters, including professional licensure and malpractice defense, and frequently writes and lectures on legal issues and practice-related issues pertinent to dentists.

Smile Design, Bonding and Esthetic Materials Update

by Gerard Chiche, DDS, sponsored in part by Thayer Dental Laboratory, Inc.

Friday, April 21 | 8:00 a.m. – 3:00 p.m.

6 hours of CE credit appropriate for dentists.

Objectives:

- Manage seven key esthetic factors for predictable esthetic treatment.
- Apply those factors for minor and major esthetic rehabilitations.
- Optimize clinical and detailed techniques with all-ceramic crowns and porcelain veneers treatment.
- Establish a comfort zone with all-ceramic crowns and porcelain veneers systems based on— understanding system selection, cement options and cement selection, adhesive selection and bonding technique.
- Establish a step-by-step strategy for optimum ceramic materials selection and maximum predictability.
- Sequence esthetic rehabilitations and reconstructions in order to achieve an optimum restorative outcome.



About the Speaker

Gerard Chiche, DDS

Dr. Chiche is the Thomas P. Hinman Endowed Chair in Restorative Dentistry and the Director of the Center for Esthetic and Implant Dentistry at Georgia Regents University, College of Dental Medicine in Augusta, Georgia. Dr. Chiche has received research grants from Nobelbiocare; Brasseler USA; 3M-Espe; Kuraray-Noritake; Three-Shape and is a paid consultant for Kuraray-Noritake.

Radiology Refresher and Refreshments

Friday, April 21 | 5:30 p.m. – 7:30 p.m.

2 hours of CE credit appropriate for anyone who operates an X-ray machine.

Objectives:

Fulfill the Department of Environmental Protection's radiology requirements in radiation safety, biological effects, quality assurance and quality control.

Saturday, April 22

The Problem is Us: The Undeniable Truth about the Drug Epidemic in the 21st Century

by Former DEA Agent Bob Stutman and Judge Jodi Switalski, sponsored in part by Delta Dental

Saturday, April 22 | 8:00 a.m. – 2:00 p.m.

5 hours of CE credit appropriate for dentists, hygienists, assistants and guests.

Attendees can expect to learn answers to questions such as:

- What are the predictors of whether or not a child will use?
- What prevention actually works?
- What is the scientific basis for treatment?
- If you are a dental professional, how do you protect your practice from criminal and civil liabilities?



About the Speakers

Robert Stutman & Judge Jodi Switalski

Robert Stutman, formerly “the most famous narc in America” (New York Magazine), and “one of our nation’s heroes” (Dan Rather, CBS News) made a 25-year career as one of America’s highest-profile drug busters. Judge Jodi Switalski, a former Metro Detroit felony prosecutor, took the bench in 2010. She immediately became a leader in the fight against synthetic drugs and the opioid epidemic in Michigan. She now serves as a partner in the highly respected law firm Giarmarco, Mullins & Horton, specializing in family law and medical malpractice.

Oral Cancer: Screening and Current Management Strategies

panel presentation

Saturday, April 22 | 8:00 a.m. – Noon

4 hours of CE credit appropriate for dentists, hygienists and assistants.

Objectives:

- Understand the importance of the dental community in the early diagnosis of cancers of the oral cavity, which will improve patient survival.
- Discuss predictive and prognostic information for oral cancer.
- Appreciate contemporary state-of-the-art multidisciplinary treatment strategies.
- Discuss modern surgical techniques that allow for optimal tumor control with excellent functional and aesthetic outcomes.
- Manage appropriate referral decisions.

Speakers

Steven B. Cannady, MD, Assistant Professor of Otorhinolaryngology/Head and Neck Surgery, University of Pennsylvania

Bert W. O'Malley, Jr., MD, Chair and Professor of Otorhinolaryngology/Head and Neck Surgery, University of Pennsylvania

Rabie M. Shanti, DMD, MD, Assistant Professor of Oral and Maxillofacial Surgery and Otorhinolaryngology/Head and Neck Surgery, University of Pennsylvania

Thomas P. Sollecito, DMD, FDS, RCSEd, Chair and Professor of Oral Medicine, University of Pennsylvania, School of Dental Medicine

Dental Trends Driving a Paradigm Shift

by Kamyar Nasseh, PhD

Saturday, April 22: 8:30 a.m. – 9:30 a.m.
11:30 a.m. – 12:30 p.m.
2:15 p.m. – 3:15 p.m.

No CE credits offered.

Each interactive session provides attendees with the opportunity to examine economic trends and position your practice to thrive. What are the market forces driving change? What are the misconceptions about contracting with third-party payers? What resources are available to help you manage? Attend and find out.



About the Speaker

Kamyar Nasseh, PhD

Kamyar Nasseh is a health economist at the American Dental Association and has been with the organization since May 2012. Dr. Nasseh has published recent articles in Health Affairs, Health Services Research, The American Journal of Public Health and the Journal of the American Dental Association (JADA). His research focuses on healthcare economics, dental economics and econometrics.

Efficacy and Safety of Intranasal 3% Tetracaine plus 0.05% Oxymetazoline

by Elliot V. Hersh DMD, MS, PhD

Saturday, April 22: 10:00 a.m. – 11:00 a.m.
12:45 p.m. – 1:45 p.m.
2:15 p.m. – 3:15 p.m.

1 CE credit appropriate for dentists and hygienists licensed to administer local anesthesia.

Objectives:

- Discuss the general pharmacology of tetracaine and oxymetazoline.
- Identify the divisions of the maxillary nerve that this formulation predictably anesthetizes.
- Describe common side effects experienced by patients who have received intranasal tetracaine plus oxymetazoline.
- Discuss additional post-marketing research that needs to be performed with this drug.



About the Speaker

Elliot V. Hersh DMD, MS, PhD

Dr. Hersh is a professor of Pharmacology/Oral Surgery at the University of Pennsylvania School of Dental Medicine and has published more than 130 scientific articles, abstracts and book chapters in the areas of dental pharmacology, drug interactions, analgesics and local anesthetics. The research Dr. Hersh conducted was supported by grants from St. Renatus paid to the university.

Distinguished Service Award

Recognition Award

Public Service Award

Mrs. Ann Bixler	1976
Mr. Stearl Sponaugle	1977
The Honorable Anita Kelly	1977
The Honorable Marvin Miller Jr.	1977
Dr. Maurice K. Goddard	1989
*Dr. Eugene Czarnecki	1991
Pennsylvania Dental Association	
Team Members	1995
Dr. Eli Stavisky	1996
Dr. Edwin Weaver	1998
Dr. Julius Eingorn	2001
Dr. Joseph J. Kohler III	2002
Dr. David Shapter	2002
Mr. William Sesler, Esq.	2002
Dr. John M. Bush	2005
Dr. Joseph R. Greenberg	2006
Dr. Craig S. Pate	2007
Dean Martin F. Tansy	2008
Dental Society of Chester County & Delaware County	2009
Dr. Philip T. Siegel	2010
Dr. Peter J. Carroll	2011
Dr. David A. Tecosky	2011
Dr. Andrew D. Gould	2012
Dr. John H. Kiessling	2012
Dr. Harry P. Meyers	2012
Dr. E. Steven Moriconi	2013
Dr. Gary S. Davis	2014
Dr. David R. Russell	2015
Patricia Lee Atno, CDA	2016
Dr. Charles A. Kosteva	2016

2017 Award Recipients

PDA Distinguished Service Award



Andrew J. Kwasny, DMD, MSD

For the past 25 years, Dr. Andrew Kwasny has dedicated himself to advancing the dental profession, demonstrating his lifelong passion for organized dentistry by forging a consequential leadership role at every level – beginning from his earliest days with the Erie County Dental Association and continuing

through the years right to this day with his service representing our state as trustee to the American Dental Association.

Dr. Kwasny's extraordinary dedication and impressive achievements were summed up succinctly by Ninth District Dental Society president Dr. Steven Iszkula, who said, "I have not met a more deserving recipient of this award than Dr. Kwasny as he concludes his term as the ADA Trustee representing our Third District."

"While his resume is impressive, it does not paint the picture of the hours he has put in mentoring young dentists and furthering the issues on the forefront of dentistry," Dr. Iszkula added. "Dr. Kwasny is very deserving of this highest endorsement from the Pennsylvania Dental Association to help show the members of the American Dental Association what he will mean as their next President-elect."

PDA Public Service Award

Kenneth A. Fetter, DMD

For the past six years, the residents of Chester have benefitted from the wonderful volunteer efforts of generous dental professionals, led by Dr. Kenneth Fetter, who created The Grace Dental Clinic in 2012 and continues to make outstanding contributions to humanity through the patients he treats every week.

Dr. Fetter, a 1974 graduate of the University of Pennsylvania, has a private dental practice in Wayne, but sees his most important achievement in dentistry as the Grace Dental Clinic. That is his true passion. He has been involved in Grace Dental since its beginning, with ideas, development and ongoing operations of the clinic.

Thanks to a generous contribution by a billionaire named Foster Friess, the low-cost clinic, a two-chair operation located in the basement of Frederick Douglass Christian School, is now in its sixth year. Staffed only by volunteers, the clinic charges no more than \$10 for dental treatment and is open each Friday for eight hours, filling a vital void for the needy and uninsured. Patients receive dental services such as exams, cleanings, fillings, extractions, bonding and root canals.

Dr. Kwasny's campaign for ADA president-elect will culminate in Atlanta with the election being held at ADA 2017 America's Dental Meeting in October.

Born and raised in Braddock Hills, near Pittsburgh, Dr. Kwasny graduated from the University of Pittsburgh (B.S and M.P.H. in Microbiology) and Pitt dental school, where he earned his M.S.D. in Orthodontics, and opened his practice in Erie in 1985.

Moving up through the ranks of Erie County and the Ninth District Dental Society, he then served as Ninth District PDA trustee and a term as PDA president in 2009-2010, adding to the many contributions he has made on a vast array of PDA and ADA committees, including his time as chair of PDA's Council on Government Relations and work on ADA's Mega-Issue Planning Committee.

Dr. Kwasny is a member of numerous professional honorary societies, including a Fellow of the Pierre Fauchard Academy, the American College of Dentists and the International College of Dentists, and continues to serve the community through charitable work on the MOM-n-PA dental missions, as a volunteer and Registration lead from 2013-2016.

Congratulations to Dr. Kwasny on his prestigious recognition as recipient of the 2017 PDA Distinguished Service Award.

After graduating from the University of Pennsylvania School of Dental Medicine in 1976, and serving in the United States Navy as a Navy dental officer for three years, Dr. Fetter returned to Philadelphia and began private dental practice in Wayne. From 1978-1982 he also served as a clinical instructor in the restorative department at Penn dental school. For the past 27 years he has practiced in Wayne with his partner, Dr. Dallas Pulliam.

Dr. Fetter has received several awards during his career, including the Second District Valley Forge Dental Association's Service Award in 2015, and has been recognized for his efforts with Grace Dental by the City of Chester and the Philadelphia Union professional soccer team.

PDA is proud to recognize the efforts of Dr. Fetter in improving the oral health for the underserved in Chester County and is pleased to honor him with our 2017 Public Service Award.

2017 Award Recipients

PDA Recognition Award



Dr. Paul Moore, DMD

Dr. Paul A. Moore's important clinical research contributions to the art and science of dentistry – focusing on the development of drug therapies for the safe administration of local anesthesia, control of postoperative dental pain and the elimination of dental fear and anxiety – have had a profound impact on the world.

Dr. Moore received his DMD and a PhD in pharmacology from the University of Pittsburgh School of Dental Medicine, as well as his MPH in epidemiology at Pitt's Graduate School of Public Health. His career in dentistry and higher education has included private practice in Oakmont, a hospital residency in dental anesthesiology at the Presbyterian Hospital Medical Center in Pittsburgh, a postdoctoral fellowship in chronic pain management at the University of North Carolina, and faculty appointments at Harvard School of Dental Medicine, University of Massachusetts Medical Center and Forsyth Dental Center.

Dr. Moore's clinical research resume is astounding. He has served as principal investigator or co-investigator on more than 40 clinical research projects sponsored by the National Institutes of Health and private industry. In addition, Dr. Moore has authored more than 250 articles, books, chapters and abstracts in clinical pharmacology/dental therapeutics, and has presented his research findings in more than 150 lectures. As a research advisor, he has mentored the

research projects of more than 30 students and residents.

In the letter nominating Dr. Moore for the 2017 PDA Recognition Award, Dr. Thomas Braun, Distinguished Service Professor and Dean of the University of Pittsburgh School of Dental Medicine, said, "His academic career reflects a lifelong and continuous commitment to scholarly activity and embodies the necessary criteria for the Norton M. Ross Award for Excellence in Clinical Research." Dr. Moore received that award from ADA in 2013, one of a vast collection of awards he has received. He recently was recognized with the Heidbrink Award, the highest honor of the American Dental Society of Anesthesiology.

"Although Dr. Moore's research focus has been in advancing pain and anxiety control in dentistry, there are few areas of dental therapeutics that he has overlooked. His current interest is developing educational strategies for preventing drug abuse and diversion of opioids in dentistry," Dr. Braun said.

At Pitt dental school, Dr. Moore has served as Director of the Oral Health Sciences Institute, Director of Research, Director of Graduate Education, and Chair of the Department of Dental Anesthesiology.

He is a member of the editorial boards of several journals, including the *Journal of American Dental Association*. He has recently been appointed to the Council for Scientific Affairs for the ADA, the AMA Task Force for Preventing Opioid Abuse, the Joint Council Review Panel of Pain Management, and the U.S. Surgeon General's Expert Panel of Prescription Drug Abuse.

PDA is pleased to honor Dr. Moore with the 2017 Recognition Award.



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Membership

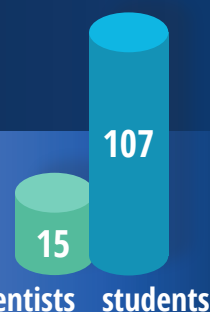
2016 STUDENT EVENTS

Third-year lunch programs

40-55 average students per program

Third-year lunch programs

Third-year lunches, sponsored by PDA's New Dentist Committee (NDC). In the spring/summer of 2016, NDC members presented special lunch programs for the class of 2017 at Temple, Penn and Pitt. NDC members focused on small group discussion with students and shared details on PDA resources. We welcomed 40-55 students per program.



Student Outreach
Networking Receptions
Pittsburgh

2016 ADA National Signing Day



2017 ADA National Signing Day

The ADA National Signing Day campaign provides senior dental students with the opportunity to sign up for ADA/PDA membership and learn more about how it can help them transition to life as a new dentist. PDA hosted 2017 National Signing Day events in March and April at each dental school in Pennsylvania – Temple, Penn, Pitt and LECOM Erie. PDA staff and ASDA leaders are working to collect more applications from the class of 2017. The ADA National Signing Day campaign ends on May 31, 2017.

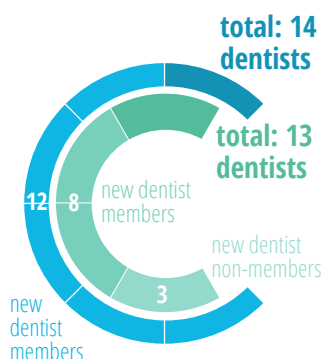
MEMBERSHIP GROWTH & OUTREACH

2016 ADA Membership Program for growth summary (MPG)

The ADA MPG program allows societies to apply for grant funding to conduct new programs that aid in membership recruitment and retention, with a focus on dental students and new dentists. In 2016, PDA conducted three programs, listed below, that were sponsored by the ADA's MPG.

Bites and Benefits

PDA's New Dentist Committee (NDC) hosted a series of new dentist dinners for both members and non-members. The dinners were intended to give new dentists* an opportunity to speak one-on-one with a PDA leader about membership and member benefits. Bites & Benefits was held in Pittsburgh and Harrisburg during Fall 2016.

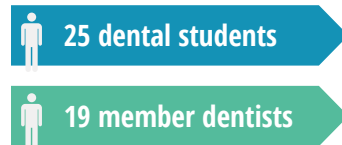


Attendees responded positively about the dinner series, and several noted that they learned about ADA and PDA benefits they were not aware of previously.

**A new dentist is someone who graduated and/or completed residency within the last 10 years.*

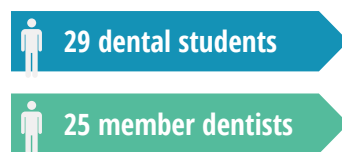
LECOM Student Outreach Event

In July 2016, several PDA leaders and member dentists attended the student outreach event for the LECOM Class of 2017 in Erie. Dentists welcomed the Class of 2017 to Erie and discussed PDA benefits and resources. Dr. Herb Ray, Dr. Andy Kwasny and Dr. Drew Carlin spoke briefly at the event. This program was hosted in conjunction with the Ninth District Dental Society.



Speed Mentoring Event

PDA hosted a brand-new speed mentoring event in September 2016 for dental students at Temple University and the University of Pennsylvania. Students were in small groups and participated in 15 five-minute mentoring sessions with PDA member dentists. Dr. Bruce Terry shared details on PDA resources and gathered feedback from attendees at the conclusion of the program.



Member benefits

2016 SPI

Pennsylvania was identified by the American Dental Association (ADA) as one of five states with an opportunity for membership growth. Eligible non-members can join for a one-time, 50% discount on the ADA and PDA levels of their dues.

By the end of the 2016 year, 70 total new members joined for this offer.

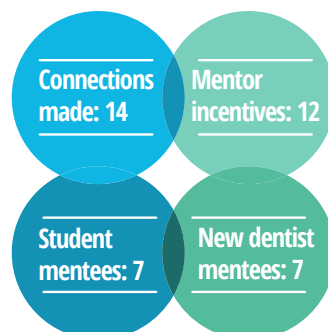
This special membership offer was initially available in 2015, and 2016, and will continued to be offered to eligible non-members who join in 2017.

PDJ Available Electronically

Beginning with the January/February 2017 issue, PDA is offering members the option of an electronic version of the *Pennsylvania Dental Journal* (PDJ). PDA will use a digital publishing platform to offer members a high-quality online version of the PDJ. Upon each issue's publication, PDA will send an email to members who have opted to receive the electronic PDJ rather than mailing a copy of the magazine.

Connections

The Connections program matches dental students or new dentists with PDA member mentors based on criteria like practice location, practice type or specialty. PDA's New Dentist Committee (NDC) sponsored a mentor incentive in 2016. After mentors agreed to a match and confirmed contact with their mentee, they were mailed a check for \$50. The NDC encouraged mentors to use these funds to support mentoring activities like taking their mentee out to lunch or covering the cost for the mentee to attend a local meeting.



Hiring and Firing in PA: Webinar Series

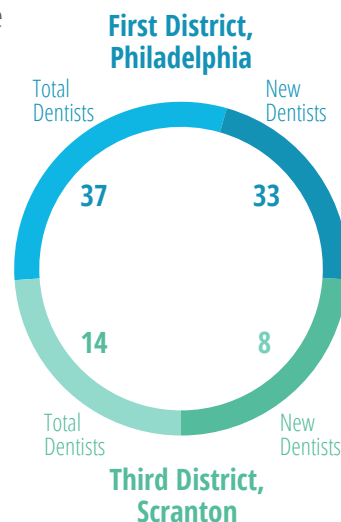
Our latest webinar series, Hiring & Firing in PA, was hosted live in June 2016, with 81 PDA members participating in the live webinar series. 100% of participants who were surveyed rated the series as "very good or excellent."

The series was recorded and is now available online! Please visit www.padental.org/hfwebinars to view the webinars. Participants must be logged into their accounts to view the webinars.

- **Part 1:** Protect your dental practice by learning employment policies to ensure compliance with federal & state laws throughout all stages of the employee life cycle. Part 1 will go over how to advertise a job opening, interview candidates, and all employment stages up through the termination process.
- **Part 2:** This step-by-step guide will teach you how to create and improve your staff manual, as well as demonstrate the process for implementing office policies.

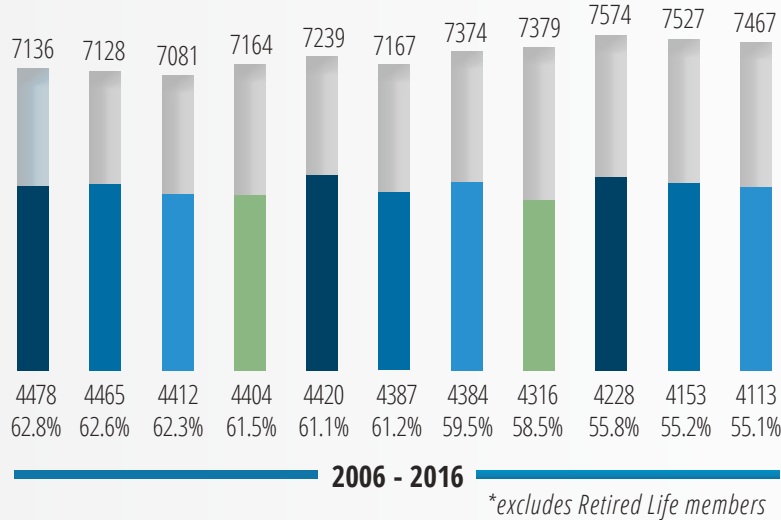
New Dentist Receptions

Receptions invite new dentist members and non-members to join state, district and local leaders for drinks, appetizers and professional and social networking opportunities. In 2016, receptions were held in Philadelphia and Scranton.

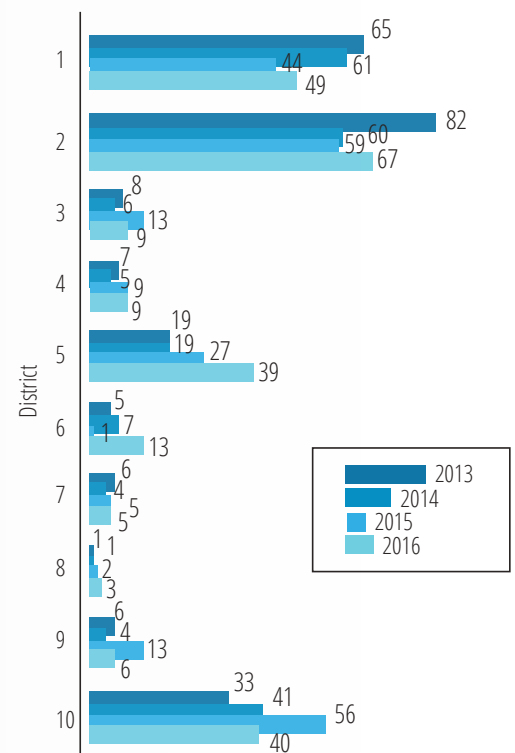


Membership Statistics

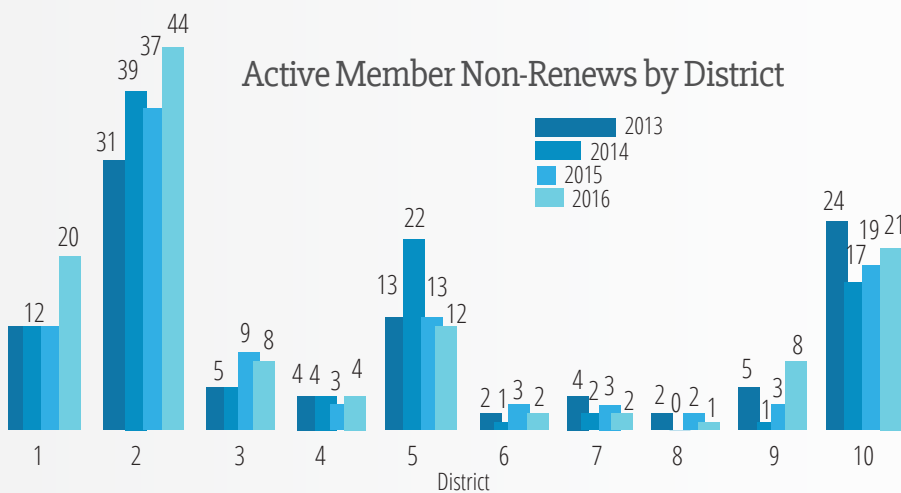
Number and Market Share of PDA Members vs.
Pennsylvania Active Licensed Dentists



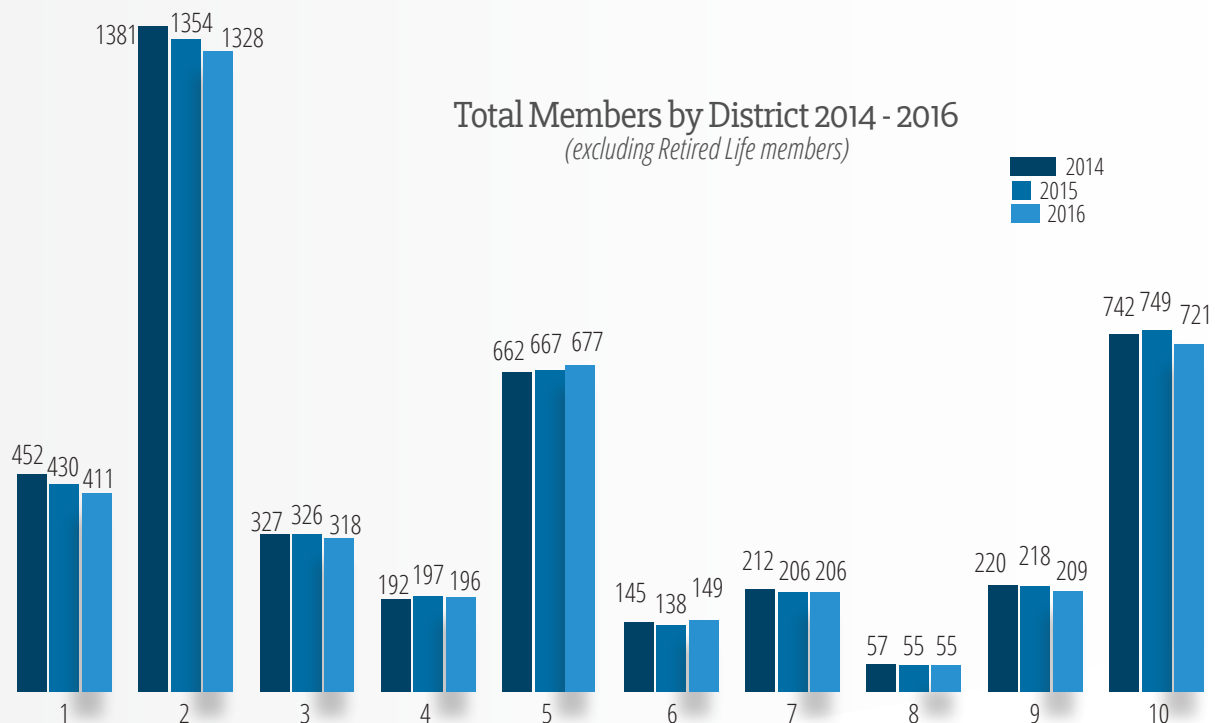
New Members by District



Active Member Non-Renews by District



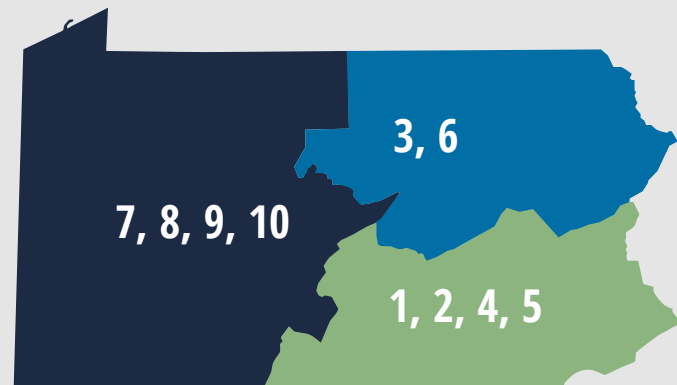
Total Members by District 2014 - 2016
(excluding Retired Life members)



Membership Summit

Approximately 29 leaders attended the Membership Summit on July 29, 2016, to discuss members' needs and expectations for their geographic area and generate ideas for programs and services that PDA can provide to satisfy members. A few of the ideas discussed that PDA hopes to implement in 2017 include:

- **Provide an online multi-media toolbox to help members cope with third party payment issues.**
- **Create PDA webinars on insurance coding including tips on how to do it correctly.**
- **Develop a new communication tool to better alert members about changes to legislative and regulatory issues.**
- **Implement a pilot program to create a virtual dental office tour to assist members in rural areas with promoting their practice to dental students and new dentists.**



Geographic breakdown of breakout sessions by district

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PDA LEGISLATIVE GOALS

PDA is the premier dental organization at the forefront of legislative initiatives to improve the dental practice environment in Pennsylvania for both dentists and patients.

The legislative session, which commenced in January 2017, allows PDA two years in which to advocate on members' behalf for these important insurance reforms, scope of practice and access to care initiatives:

- Assignment of benefits for non-participating providers.
- Health practitioner student loan forgiveness and tangential loan mitigation issues.
- Increased funding in the Medical Assistance program for dental providers.
- Representing dentistry's interests on issues pertaining to implementation of the Affordable Care Act (or its repeal) at the state level.

While PDA takes a focused approach in limiting its primary advocacy efforts to these four issues, we will monitor and address these issues on an as-needed basis:

- Maintaining funding for the Donated Dental Services program.
- Prescription drug prescribing authority, abuse and patient monitoring.
- Protecting the current dental team model and patients' safety by limiting or restricting the unsupervised practice of non-dentists.
- All other workforce and scope of practice issues.
- Supporting programs and policies aimed at improving oral health.
- Representing dentistry's interests on issues pertaining to the Affordable Care Act.
- All insurance issues, such as balance billing, coordination of benefits and credentialing.

Government Relations

Already in 2017, PDA hit the ground running and had bills introduced requiring assignment of benefits and more dental student loan forgiveness funding. We are also hard at work securing appropriations in the state budget for dental initiatives such as Dental Lifeline Network's Donated Dental Services program.

Through the years, PDA has used dentists' collective voice in the legislative arena to accomplish great things:

PASSED legislation limiting the time frame in which insurers may retroactively review and deny dental claims to 24 months.

PASSED legislation prohibiting insurers from capping fees for dental services which are not covered in a patient's plan.

PASSED legislation requiring insurers to cover the cost of general anesthesia when needed to treat patients of any age with special needs or children seven years of age or younger.

PASSED legislation allowing out-of-state dentists to apply for temporary licenses so that they may volunteer at charitable events or assist during states of emergency.

REINSTATED funding in the state budget for Dental Lifeline Network's Donated Dental Services program.

SECURED additional funding in the state's health care practitioner loan forgiveness program for dentists who agree to practice in shortage areas in exchange for student loan forgiveness.

PASSED legislation that expands the scope of practice for expanded function dental assistants to include some hygiene functions performed under dentists' direct supervision.

AMENDED legislation requiring dentists to carry malpractice insurance by including an exemption for dentists with volunteer licenses and those who practice in community based settings.

AMENDED legislation to safeguard patients and require additional training and education for public health dental hygiene practitioners practicing independently in public settings.

TRANSFORMED the dental profession by convincing the legislature to legitimize the practice of expanded function dental assistants, increasing dental office productivity.

DEFEATED legislation that would have required dentists to submit proof of having paid taxes before renewing their dental license, threatening their livelihood if the state made mistakes processing this information.

REMOVED provisions in a city ordinance that required dentists to install amalgam separators and display a poster in their offices needlessly alarming patients about the dangers of "mercury amalgam."

DEFEATED legislation allowing municipalities to remove fluoride from water supplies without prior notification to the public or Department of Environmental Protection.

STOPPED the legislature from passing a bill prohibiting dentists from administering general anesthesia and deep sedation in their offices.



LEGISLATIVE RECAP

PDA Scores a Legislative Victory as Session Wraps Up

PDA took the lead in a health care provider coalition lobbying for HB 2241, legislation limiting the time frame in which insurers may retroactively review and deny claims to 24 months, with some exceptions. The previous law allowed insurers an indefinite amount of time to demand providers repay previously paid claims. We are happy to report that the General Assembly passed HB 2241 on its last day of session this year. Governor Wolf signed HB 2241, now Act 146, into law on November 4. The law became effective on January 3.

Passing this meaningful insurance reform wasn't easy. It took many years in which PDA provided testimony and data to the legislature, participated in stakeholder meetings with other health care provider groups, insurers and the legislators, and cultivated support from leaders in the House and Senate to "move" the bill. Our collective work paid off due to efforts made by staff, lobbyists and volunteer members. Many thanks to those of you who responded to PDA's action alerts requesting that you contact your Representative and Senator. Passage of HB 2241 illustrates how advocacy through organized dentistry pays off—helping members maintain viable dental practices!

PDA's efforts to restore Medical Assistance Funding

PDA is part of a core group of PA Coalition of Oral Health (PCOH) members discussing how best to lobby for the restoration of adult Medical Assistance benefits in Pennsylvania. In the fall 2016, this group participated in several meetings with high level officials in the Department of Human Services to discuss a comprehensive benefits package and how much it would cost to cover all eligible adults. PCOH is now scheduling meetings with Administration officials to discuss whether funding can be part of the Governor's 2017-18 budget proposal. If there is buy-in from the Administration, the group will begin educating the legislature, particularly leaders in Appropriations, of the need to restore the adult benefit and adequately reimburse providers.

Legislature Passing Opioid CE Requirement

At the end of 2016, the General Assembly passed SB 1202, legislation that requires the following of health care providers:

- Applicants for an initial license must obtain at least two hours of education in pain management or identification of addiction, and at least two hours of education in the practice of prescribing or dispensing opioids. They may complete this requirement as part of their professional degree educational program or from a continuing education (CE) program taken within 12 months of obtaining an initial license or certificate.
- Dispensers and prescribers applying to renew their licenses must complete at least two hours of CE in pain management, identification of addiction or the practice of prescribing or dispensing of opioids as a portion of the total CE required for biennial renewal.

PDA has obtained clarification from the Department of State's Bureau of Professional and Occupational Affairs (BPOA) about exemptions in Act 124 for health care providers who do not prescribe controlled substances. BPOA confirmed that there are two exemptions for licensees:

- Licensees who are exempt from the federal Drug Enforcement Agency's (DEA) requirements for a registration number.
- Licensees who do not use the registration number of another person or entity, as permitted by law, to prescribe controlled substances in any manner.

The continuing education (CE) requirement does apply to all licensees who have a current DEA registration or use another DEA number (as permitted by law) to prescribe controlled substances. Please note that the CE requirement is not required for license renewal in 2017 but is a condition of renewal in 2019.

PADPAC & Grassroots

PADPAC

The Pennsylvania Dental Association Political Action Committee (PADPAC) welcomes you to the 2017 Pennsylvania's Dental Meeting. We thank our PADPAC donors for investing in the dental profession's interests and future. Throughout 2016, PADPAC was instrumental in supporting candidates who work on behalf of dentists and their patients. In 2017, our hard work will continue to depend on members' generous support. Whether a new member or longtime member, through continued support, your contribution to PADPAC helps us remain one of the largest and strongest bipartisan PACs in Pennsylvania.

What is PADPAC?

A political action committee is an organization that pools contributions from members and donates those funds to campaigns. Due to state and federal laws, PDA has categorized PADPAC funding into two categories. When deciding how to appropriate PADPAC contributions, PDA must distinguish how donors make their contributions:

Hard Dollars: *Contributions made with a personal check or credit card. Only hard dollars may be used for political campaign contributions.*

Soft Dollars: *Contributions made with a corporate check or credit card. Only soft dollars may be used for administrative purposes such as assisting district or local dental societies with a fundraising event.*

Member Legislation Alerts

SoftEdge provides innovative advocacy experience for PDA members. In 2016, PDA's government relations staff adopted the new and improved SoftEdge for its comprehensive grassroots advocacy and legislative outreach software. This customized software meets our specific needs at PDA and helps us effectively communicate our members' legislative priorities to the PA House and Senate. Through SoftEdge, our lobbyists can visit the Capitol with confidence that we are well-prepared to interact with legislators and staff on issues important to PDA. The tool is quick and easy for our members. Check out the Advocacy section of PDA's website and learn to communicate with your state lawmakers quickly and effectively!

Join PADPAC to ensure success during the 2017-18 Legislative Session!

As we embark on a new legislative session, it is critical that we maintain PADPAC's standing as one of the top bipartisan health care political action committees in Pennsylvania. A new legislative session means new Senate and House members to educate about the dental profession and the importance of maintaining an excellent environment to practice statewide. It is through hard dollars (personal checks or personal credit cards) that our members, lobbyists, and staff can forge relationships with legislators. Through hard dollars, we can attend legislative receptions and golf outings and meet legislators and staff who determine the outcome of our legislative priorities. After a major election year, it is important to build our hard dollars in the lead up to the 2018 gubernatorial election.

Five Reasons to Support PADPAC

- PADPAC is one of the largest bipartisan health care political action committees in Pennsylvania. If PDA members do not participate in advocacy efforts through PADPAC, we risk ceding control of legislative debates to other groups. PDA members must ensure their professional voice is heard in Harrisburg!
- PADPAC contributions directly support electing candidates who support a healthy practice environment for dentists in Pennsylvania.
- There are many new members of the Pennsylvania General Assembly who are unfamiliar with PDA's issues. PADPAC helps us build relationships with these new lawmakers, allowing us to educate them about the association, the valuable services we provide, our mission, and how we benefit our dentists, patients, and the overall quality of oral health care in Pennsylvania.
- PADPAC delivers results! It's through our advocacy efforts that PDA has built relationships that lead to successful legislative outcomes for dentists and their patients. We must continue to protect our victories by supporting candidates who understand and support PDA. This cannot be accomplished without the support of our members.
- The foundation for PADPAC is our members. It's through PADPAC that members can join their peers in championing issues that directly impact the future of their profession.

Donate today and help us reach our goal! Visit www.padental.org/padpac or contact (800)-223-0016.

PADPAC Board of Directors and Advisors

Treasurer and GRAG Liaison: Dr. Craig A. Eisenhart
At-Large Liaison: Dr. Richard J. Clark III
BOT Liaison: Dr. Herbert L. Ray Jr.

Bell - PDAIS Insurance Finances

From Gil Davis President & CEO

Fiscal year 2016 was another year of progress for the company. We executed several initiatives and continued to make great strides in delivering on our ongoing strategic initiatives. For more than two years since the acquisition, we have worked to improve the operations, products and services we offer our customers. Overall, the company's operations, competitive posture and foundation for profitable growth are all stronger today than a year ago. Bell/PDAIS exists to provide competitively priced, quality insurance products to our clients, employees and families, as charged through the endorsement of the Pennsylvania Dental Association.

This annual report will highlight, in abbreviated fashion, the accomplishments of the past 12 months.

2016 Highlights

Highlights - Bell/PDAIS Agency:

- 37 employees.
- Six Offices - Corporate office Harrisburg, Chambersburg, Hanover, Shippensburg, Greencastle, and Mercersburg.
- Licensed in PA, NJ & MD.
- Insures over 9,800 individuals and families and over 3,900 businesses.
- Book of Business: 39% Personal lines; 44% Commercial; 17% Benefits.
- Combined written insurance premium \$39,724,000.
- 2016 gross earnings \$4,019,669.
- Gross net profit \$301,764.

Commitment

- PDAIS completed its seventh year managing the PDA Endorsed Vendor programs, which experienced a 23% decrease in royalty revenue. The total revenue in 2016 \$103,413 vs. \$134,161 in 2015. This is due to a significant decline in the participation of Bank of America practice solutions program, which led to the termination of the partnership. We currently are in negotiations with other banks.
- Bell/PDAIS continued to provide non-dues revenue to PDA and local dental societies, totaling \$78,175 on the year, for a 17-year total of \$2,886,840.
- Bell/PDAIS sponsored and/or attended 63 CE, study clubs, etc. throughout the Commonwealth and eight programs in NJ.
- We perform significant marketing campaigns and perform risk management presentations, all aimed to increase sales and educate our clients.

Products/Growth

- Overall the agency had a combined increase of slightly over 4% in new written premium growth. TDIC granted PDA and NJ dentists policyholders a dividend (of 6%) for the twelfth consecutive year.
- For the third consecutive year we received the "Best in Class" agency award, a very prestigious award, from Eastern Alliance Insurance Group, our workers compensation carrier.
- We continue to have a very good combined loss ratio with the majority of our property in casualty carriers.
- The benefits department continues to struggle with organic growth due to the ongoing challenges from the Affordable Care Act (ACA). However, in 2016 we showed a slight increase in new business sales and total written premium. With the future of the individual market in question, we are projecting an increase and a shift back to small group medical coverage.
- We continued steady growth in The Affinity personal lines program through Donegal Insurance Company. This provides all member dentists a 5% discount on Auto and Home Owners Insurance.
- Through this combination of growth ongoing challenges, the agency is still able to maintain an overall retention of 87%.

Financial Statements

Bell/PDAIS - As indicated on the enclosed 2016 financial statements:

Revenue	4,019,669
Expense	3,639,988
Profit before income tax	379,681
Income tax expense	301,684
Net profit after income tax	77,997

In 2016 the agency had a **2%** gross revenue increase and a **2%** decrease in overall operation costs, over 2015.

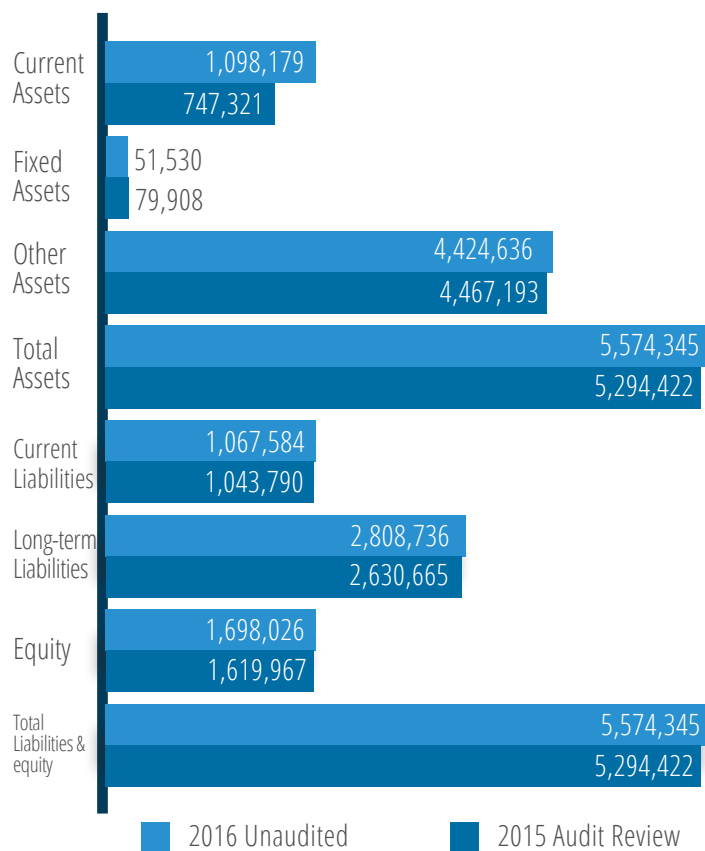
Threat

In 2016 we continued to experience challenges with the Affordable Care Act and its effect on the business. We currently have a strong income statement, but until we pay off the acquisition debt, we will need to continue to be disciplined in managing our operational expenses and employ effective strategies that will increase sales.

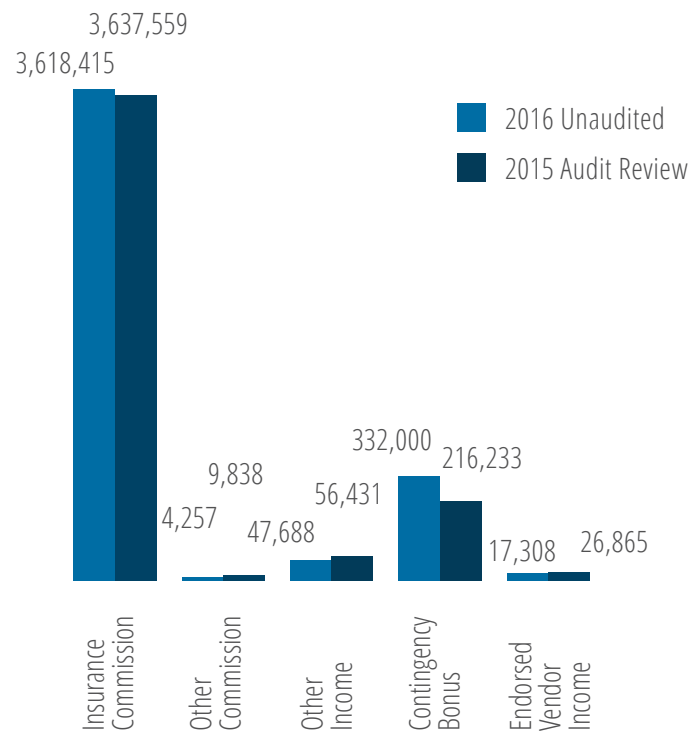
Outlook

While the health care industry remains uncertain, we believe the worst is behind us. Our primary goal is to continue to grow the agency in every facet of the business, but we are currently focusing on growing the property and casualty business, which is more stable. With the new processes that have been implemented we are positioned for positive growth in the future.

Bell/PDAIS Balance Sheet 2016 vs. 2015

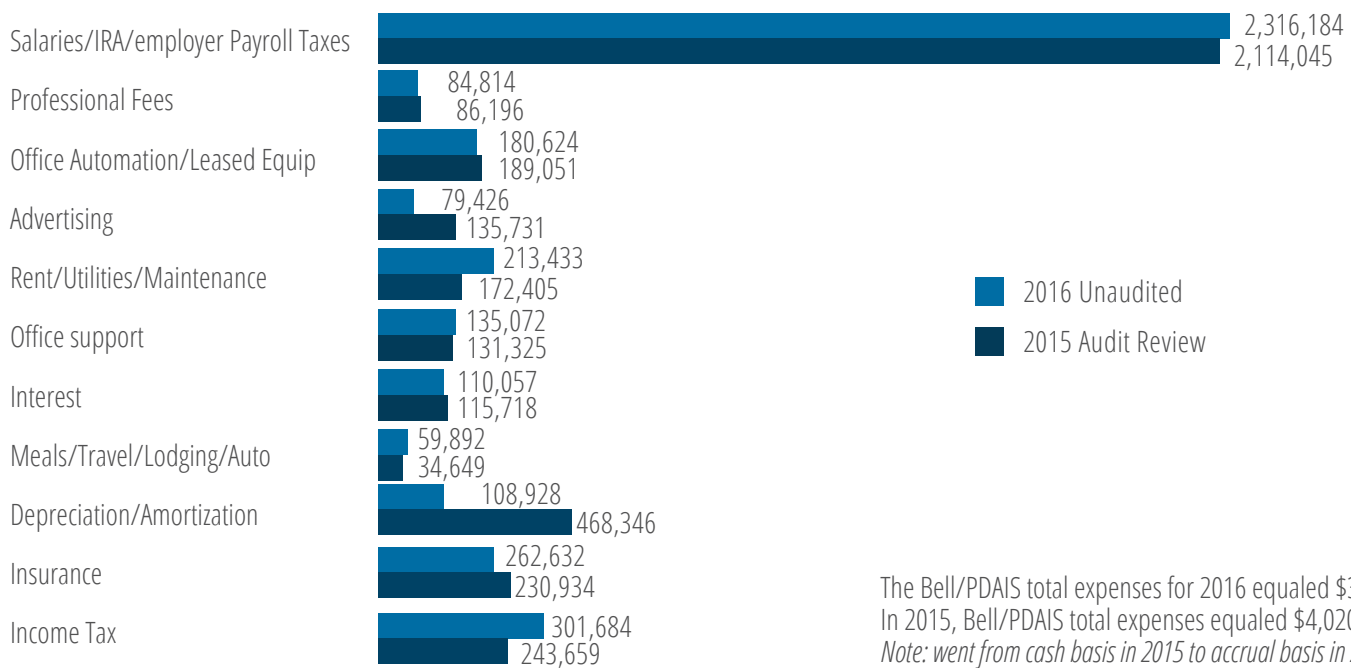


Bell/PDAIS Revenue 2016 vs. 2015



The Bell/PDAIS total revenue for 2016 equaled \$4,019,669. In 2015, Bell/PDAIS total revenue equaled \$3,946,926. *Note: went from cash basis in 2015 to accrual basis in 2016.*

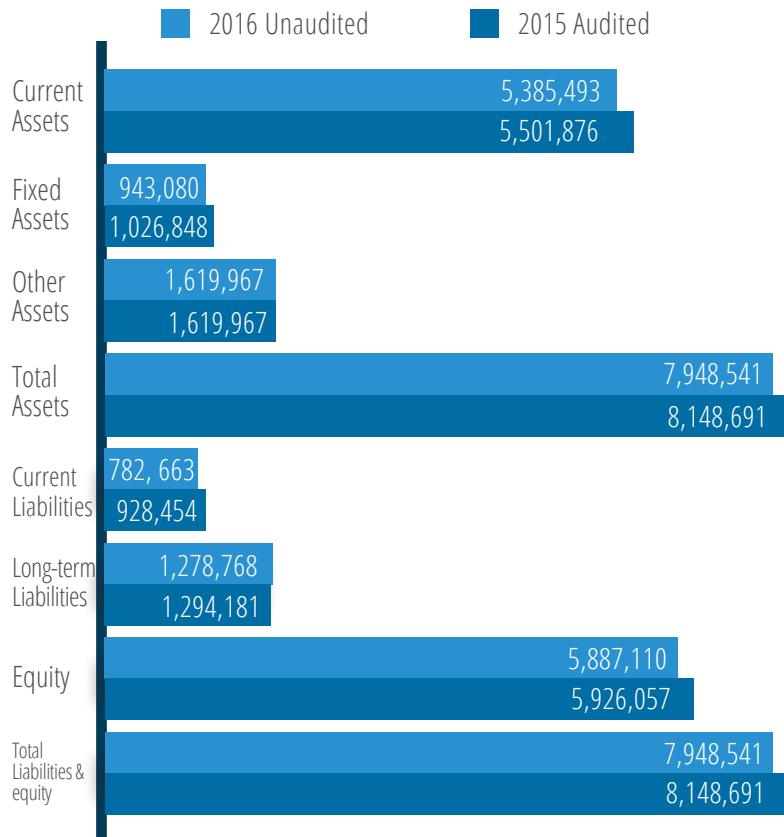
Bell/PDAIS Expenses 2016 vs. 2015



The Bell/PDAIS total expenses for 2016 equaled \$3,941,672. In 2015, Bell/PDAIS total expenses equaled \$4,020,180. *Note: went from cash basis in 2015 to accrual basis in 2016.*

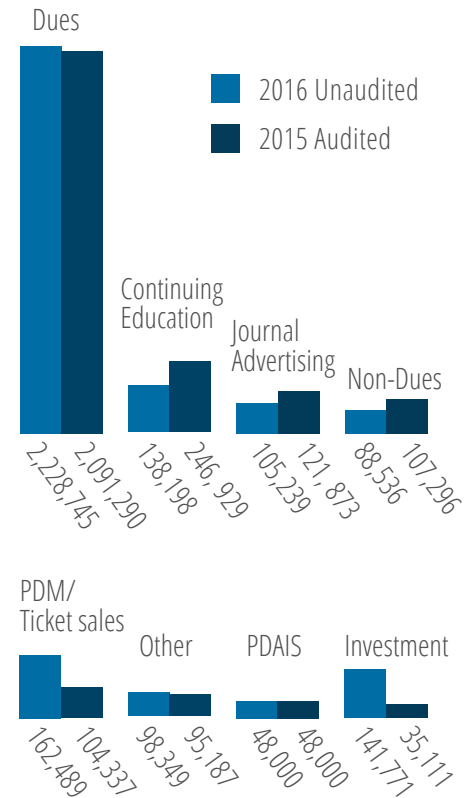
PDA Finances

PDA Balance Sheet 2016 vs. 2015

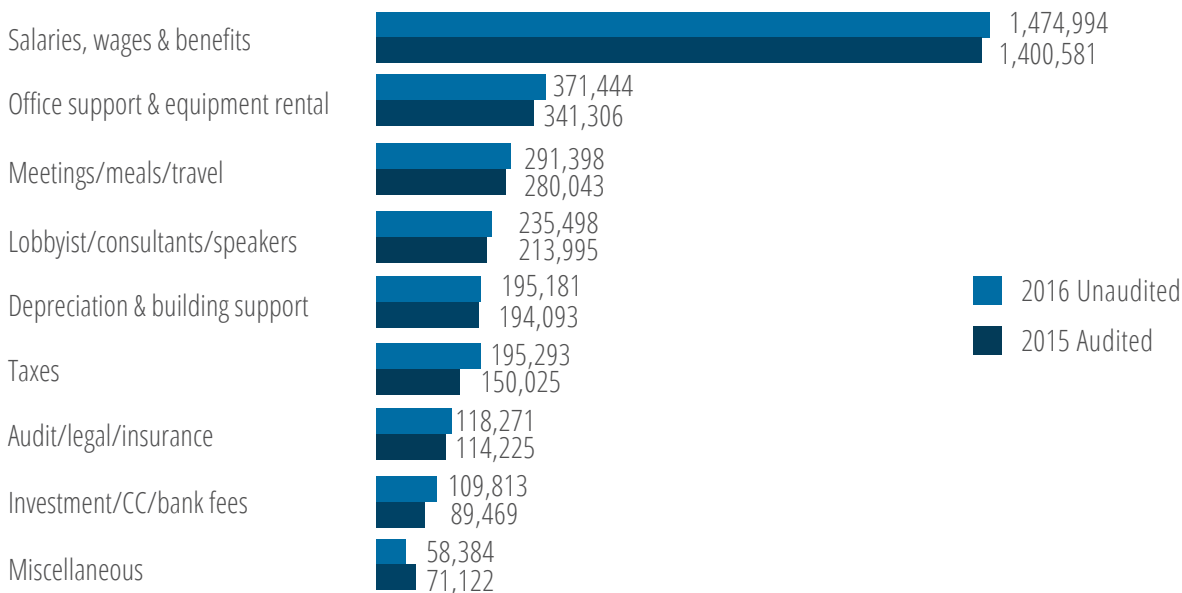


PDA's unaudited 2016 total revenue is \$3,011,328; total expenses are \$3,050,275; for a total anticipated loss of \$38,947.

PDA Revenue 2016 vs. 2015



PDA Expenses 2016 vs. 2015



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And at The Dentists Insurance Company, we won't treat you like one because we are not like other insurance companies. We were started by, and only protect, dentists. This singular focus leads to an unparalleled knowledge of your profession and how to best protect you. It also means that we're in your corner. With TDIC, you're never a policy number. You are a dentist.

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150 Anniversary Gala

At Pennsylvania's Dental Meeting
April 27-28, 2018

